Course: Entrepreneurship **Grade: 10, 11 & 12**
Standard: 11.1.12 **Financial and Resource Management**

Substandard	Content/Activity	Resources	Assessment
D. Evaluate the role of consumer rights and responsibilities in the resolution of a consumer problem through the practical reasoning process.	**Student will:** 1. In the Written Business Plan, an outline will include customer policies. 2. In the customer policies-resolution to consumer problems will be included. 3. Worksheet.	**Textbook** **Entrepreneurship** • Workbook • Worksheets • Computer • Internet • Teacher Resource Book	• Teacher Observations • Evaluation of job Readiness Competencies • Project-Business Plan • Worksheet • Reflective Journal • Teacher prepared evaluation • Notebook/Portfolio

Course: Entrepreneurship **Grade: 10, 11 & 12**
Standard: 11.1.12 **Financial and Resource Management**

Substandard	Content/Activity	Resources	Assessment
E. Compare and contrast factors affecting annual gross and taxable income and reporting.	**Student will:** 1. In the Written Business Plan, a financial analysis will include factors affecting annual gross and taxable income on products. 2. Worksheet. 3. Business plan.	**Textbook** **Entrepreneurship** • Worksheets • Workbook • Computer • Internet • Teacher Resource Book	• Teacher Observations • Evaluation of job Readiness Competencies • Project-Business Plan • Worksheet • Reflective Journal • Teacher prepared evaluation • Notebook/Portfolio

Course: Entrepreneurship **Grade: 10, 11 & 12**
Standard: 11.1.12 **Financial and Resource Management**

Substandard	Content/Activity	Resources	Assessment
F. Compare and contrast the selection of goods & services by applying effective consumer strategies.	**Student will:** 1. Define terms. 2. In the Written Business Plan, under product and service section a comparison of goods & service will apply consumer strategies. 3. Worksheet. 4. Business plan.	**Textbook** **Entrepreneurship** • Workbook • Worksheets • Computer • Internet • Teacher Resource Book	• Teacher Observations • Evaluation of job Readiness Competencies • Project-Business Plan • Worksheet • Reflective Journal • Teacher prepared evaluation • Notebook/Portfolio

Course: Entrepreneurship **Grade: 10, 11 & 12**
Standard: 11.2.9 **Balancing Family, Work and Community**

Substandard	Content/Activity	Resources	Assessment
B. Know FCCLA action planning procedures and how to apply it to family, work and community decisions.	**Student will:** 1. Define terms. 2. List the action planning procedure. 3. Apply the planning procedure to a family, work and community decision.	• FCCLA Handbook • Worksheet • Teacher Resource Books • Internet • Overhead Transparencies	• Teacher Observations • Student Notebook • Student Assignment • Group Work • Oral Participation

Course: Entrepreneurship **Grade: 10, 11 & 12**
Standard: 11.2.12 **Balancing Family, Work and Community Responsibility**

Substandard	Content/Activity	Resources	Assessment
C. Analyze teamwork and leadership skill and their application in various family and work situation.	**Student will:** 1. After completing projects, individuals will analyze teamwork and leadership skills and their application. 2. Worksheet form. 3. Oral questions and answers.	**Textbook** **Practical Parenting** • Worksheet • FCCLA Handbook	• Teacher Observations • Teacher prepared evaluation • Student notebook • Peer formative & summative assessment

Course: Entrepreneurship **Grade: 10, 11 & 12**
Standard: 13.3.8 **Career Education and Work - Career Retention**

Substandard	Content/Activity	Resources	Assessment
C. Explain the role of each participant's contribution in a team setting.	**Student will:** 1. Demonstrate team-building skills through the open for business project. 2. Worksheet. 3. Test.	**Textbook** **Entrepreneurship** • Workbook • Worksheet • Supplies • Teacher Resource Books • Reflective Journal	• Teacher Observations • Evaluation of Job Readiness Competencies • Project • Business Plan • Open for Business • Worksheet • Teacher Prepared Evaluation • Reflective Journal • Notebook/Portfolio

Course: Entrepreneurship **Grade: 10, 11 & 12**
Standard: 13.4.11 **Career Education and Work - Entrepreneurship**

Substandard	Content/Activity	Resources	Assessment
A. Analyze the relationship between competition and pricing strategies.	**Student will:** 1. Identify, analyze, & develop for a business. • Products & Services • Product Mix • Supply Trends 2. In the business plan analyze the relationship between competition and pricing strategies to show product niche. 3. Worksheet. 4. Workbook. 5. Develop a Business Plan.	**Textbook** **Entrepreneurship** • Workbook -REAL • Worksheet facts • Handouts • Internet • Overhead Transparencies • Chapter Review Questions • Computer	• Teacher Observations • Evaluation of Job Readiness Competencies • Projects • Business Plan • Teacher prepared evaluation • Independent assignment • Homework • Notebook/Portfolio

Course: Entrepreneurship **Grade: 10, 11 & 12**
Standard: 13.4.11 **Career Education and Work - Entrepreneurship**

Substandard	Content/Activity	Resources	Assessment
B. Apply business principles to the development of an entrepreneurial business plan.	**Student will:** 1. Students will define terms. 2. Students will investigate and analyze the parts of business plan in the write and development of an individual entrepreneurial business plan • Financial Concept • Marketing Plan • Business Operations • Executive Summary • Product and Services 3. Worksheets. 4. Workbooks.	**Textbook** **Entrepreneurship** • Workbook • Worksheet • Video • Teacher Resource Book • Overhead Transparencies • Chapter Review Questions • Reflective Journal	• Teacher Observations • Evaluation of Job Readiness Competencies • Projects • Business Plan • Teacher prepared evaluation • Independent assignment • Homework • Notebook/Portfolio

Course: Entrepreneurship **Grade: 10, 11 & 12**
Standard: 13.4.11 **Career Education and Work - Entrepreneurship**

Substandard	Content/Activity	Resources	Assessment
C. Relate principles of entrepreneurship to career goals.	**Student will:** 1. Define terms. 2. Students will compare and contrast self assessment to career goal to entrepreneurship business • Financial Concept • Marketing Plan • Business Operations • Executive Summary • Product and Services 3. Worksheets. 4. Workbooks.	**Textbook** **Entrepreneurship** • Workbook • Worksheet • Video • Overhead Transparencies • Chapter Review Questions • Reflective Journal • Teacher Resource Books	• Teacher Observations • Evaluation of Job Readiness Competencies • Projects • Business Plan • Worksheet • Teacher Prepared Evaluation • Notebook/Portfolio

Course: Entrepreneurship **Grade: 10, 11 & 12**
Standard: 13.4.11 **Career Education and Work - Entrepreneurship**

Substandard	Content/Activity	Resources	Assessment
D. Analyze intervention plans and evaluate their effectiveness in specific situations.	**Student will:** 1. From skills developed in writing a Business Plan, individuals will evaluate situation to Open for Business. 2. Develop a plan in order to Open for Business with products to sell. 3. Design a marketing plan for a specific situation in order to Open for Business. 4. Worksheet. 5. Products and services.	**Textbook** **Entrepreneurship** • Workbook • Worksheets • Markers, poster board • Art Supplies • Teacher Resource Books • Reflective Journal	• Teacher Observations • Evaluation of Job Readiness Competencies • Projects • Business Plan • Open for Business • Worksheet • Teacher prepared evaluation • Reflective Journal • Notebook/Portfolio

Course: Entrepreneurship **Grade: 10, 11 & 12**
Standard: 1.1, 1.4, 1.5, 1.6 Writing, Speaking and Listening

Substandard	Content/Activity	Resources	Assessment
Reading independently types of writing, speaking & Listening.	**Student will:** 1. Develop communication skills used in small business. 2. Demonstrate formal & informal group discussion, brainstorming and decisions. 3. Writing a business plan. 4. Writing a journal. 5. Oral presentation of Business Plan.	**Textbook** **Entrepreneurship** • Workbook • Worksheet • Computer • Internet • Teacher Resource Books	• Teacher Observations • Evaluation of Job Readiness Competencies • Project -Business Plan • Worksheet • Reflective journal • Teacher prepared evaluation • Notebook/portfolio